

| FRANCHISE - REVENUE & PIPELINE SUMMARY | | | | | | |
|---|-----------------------|----------------------------|-----------------------------|---------------------------------|---|-------------------------|
| AS OF 12-NOV-2002 | | | | | | |
| EUROS IN CENTS | | | | | | |
| GLOBAL MEDIA (1) | | | | | | |
| PRODUCT | | | | | | |
| M&A | Oct Franchise Revenue | YTD(Oct) Franchise Revenue | Prior YTD Franchise Revenue | BMW/PRIOR YTD Franchise Revenue | Bal Of Current Year Thru 12/31 Pipeline | 2002 Full Year Forecast |
| Other Advisory | - | 29,452 | 20,714 | 8,738 | - | 30,776 |
| Total Advisory | 431 | 29,452 | 20,714 | 8,738 | 3,289 | 49,000 |
| ABL Origination | 5,012 | 21,034 | 12,816 | 8,218 | (3) | 1,324 |
| HFCM | 1,896 | 15,106 | 12,115 | 2,992 | - | - |
| Leverage Loan Fees | - | - | - | - | 66,241 | 21,031 |
| Project Finance | - | - | - | - | - | 47,204 |
| Leveraged Portfolio Revenue | - | - | - | - | - | - |
| Real Estate Investment Banking | 6,968 | 36,142 | 24,931 | 11,211 | (3) | 66,241 |
| Total Debt Products | 5,426 | 34,017 | 37,144 | (3,127) | - | 32,097 |
| Equity Underwriting | - | 808 | 84 | 624 | - | 68,238 |
| Private Placement-Equity Structured Equity Transactions Group | 5,426 | 34,925 | 37,237 | (2,303) | - | 46,000 |
| Total Equity | - | - | - | - | 6,746 | 46,000 |
| Capital Benefits / Treasury Allocation | - | - | - | - | - | 34,925 |
| Other Global Markets | - | 2,856 | 15,705 | (12,848) | - | - |
| GM DCM JV | - | - | 2,683 | (2,683) | - | - |
| Legacy PF / Telecom / LA Portfolio + NIM | (59) | 3,211 | (848) | 4,080 | - | - |
| Principal Investing / PB Exceptions / Other | (59) | 6,067 | 17,539 | (11,472) | - | - |
| Total Legacy Portfolios / Cross Selling / Other | 12,785 | 106,555 | 100,411 | 6,174 | (3) | 140,000 |
| Total Corporate Finance Product | 12,785 | 106,555 | 100,411 | 6,174 | (3) | 140,000 |
| | | | | 77,287 | | 33,421 |
| | | | | (3) | | 140,000 |
| | | | | | | 3 |
| | | | | | | 169,393 |
| | | | | | | 31,405 |

| Future Year Pipeline Probability Weighted(2) | | | | | | |
|---|-----------------------|----------------------------|-----------------------------|---------------------------------|---|-------------------------|
| BMW 2002 Full Year Plan | | | | | | |
| 2002 Full Year Plan | | | | | | |
| Future Year Pipeline(2) | | | | | | |
| M&A | Oct Franchise Revenue | YTD(Oct) Franchise Revenue | Prior YTD Franchise Revenue | BMW/PRIOR YTD Franchise Revenue | Bal Of Current Year Thru 12/31 Pipeline | 2002 Full Year Forecast |
| Other Advisory | - | 29,452 | 20,714 | 8,738 | - | 30,776 |
| Total Advisory | 431 | 29,452 | 20,714 | 8,738 | 3,289 | 49,000 |
| ABL Origination | 5,012 | 21,034 | 12,816 | 8,218 | (3) | 1,324 |
| HFCM | 1,896 | 15,106 | 12,115 | 2,992 | - | - |
| Leverage Loan Fees | - | - | - | - | 66,241 | 21,031 |
| Project Finance | - | - | - | - | - | 47,204 |
| Leveraged Portfolio Revenue | - | - | - | - | - | - |
| Real Estate Investment Banking | 6,968 | 36,142 | 24,931 | 11,211 | (3) | 66,241 |
| Total Debt Products | 5,426 | 34,017 | 37,144 | (3,127) | - | 32,097 |
| Equity Underwriting | - | 808 | 84 | 624 | - | 68,238 |
| Private Placement-Equity Structured Equity Transactions Group | 5,426 | 34,925 | 37,237 | (2,303) | - | 46,000 |
| Total Equity | - | - | - | - | 6,746 | 46,000 |
| Capital Benefits / Treasury Allocation | - | - | - | - | - | 34,925 |
| Other Global Markets | - | 2,856 | 15,705 | (12,848) | - | - |
| GM DCM JV | - | - | 2,683 | (2,683) | - | - |
| Legacy PF / Telecom / LA Portfolio + NIM | (59) | 3,211 | (848) | 4,080 | - | - |
| Principal Investing / PB Exceptions / Other | (59) | 6,067 | 17,539 | (11,472) | - | - |
| Total Legacy Portfolios / Cross Selling / Other | 12,785 | 106,555 | 100,411 | 6,174 | (3) | 140,000 |
| Total Corporate Finance Product | 12,785 | 106,555 | 100,411 | 6,174 | (3) | 140,000 |
| | | | | 77,287 | | 33,421 |
| | | | | (3) | | 140,000 |
| | | | | | | 169,393 |
| | | | | | | 31,405 |

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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12/19/2007

Global Media (as at 12 Nov 02).XLS

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FRANCHISE - REVENUE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000'S
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Revenue Oct | Franchise Revenue YTD(Oct) | Franchise Revenue Nov | Other Coverage Groups |
|--|-------|-----------------------|----------------------------|-----------------------|---------------------------------|
| | | | | | |
| Airbitron Communications - General Advisory (News Ch 8) (D020686) | - | - | 111 | - | NA Lev Fin EUR TELE, NA TELE |
| AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | - | - | 2,663 | - | None |
| Aurora Communications - general advisory (D012858) | - | - | 1,032 | - | None |
| Bertelsmann - Project Rock / Rock.. (D014619) | - | - | 2,010 | - | NA Lev Fin |
| Echostar - acqn advisory and financing (GM - HE) (D014601) | - | - | (145) | - | None |
| Echostar - General Advisory (Vivendi) (D016541) | - | - | 8,686 | - | ITALY |
| Fintinvest - valuations (Focus) / Focus (ex-Slimfast) (D016069) | - | - | 250 | - | EUR TECH, Rus.&Turk. |
| Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) | - | - | 2,367 | - | Oth. Eur., PORTUGAL |
| Impresa/Cofina - pot merger w/ Impresa w/ Investec (Ice Cube) / Ice cube (D015714) | 24 | - | 89 | - | EUR TECH, FRANCE |
| JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235) | - | - | 30 | - | UK |
| Johnston Press - Acqn advisory for RIM / Pacific. (D014213) | - | - | 2,188 | - | None |
| Landmark Communications - general advisory(Retainer 2001-02) (D014724) | - | - | 203 | - | EUR SPON, EUR TELE |
| Liberty Media - Acqn opportunities in Europe (D016262) | - | - | 244 | - | EUR TECH |
| ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982) | - | - | 750 | - | NA FIN SPO |
| Scientific Atlanta -acquisition of Barconel-Project Baseball / Basebal (D013401) | - | - | 1,524 | - | None |
| Spectrasite Holdings - Fairness Opinion (SBC) (D022702) | - | - | 533 | - | EUR TELE, ITALY, LA |
| StoryFirst - valuation of Russian assets (D025060) | - | - | 352 | - | None |
| SuperRadio - general advisory (D000577) | 297 | - | 297 | - | IBERIA |
| TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifei - 1. (D014121) | - | - | 1,578 | - | None |
| TMP Worldwide - Project University / University 1 (D013407) | - | - | 3,408 | - | None |
| TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871) | - | 110 | 110 | - | LA |
| Tribune Co - general advisory (radio assets) (D002234) | - | - | 1,086 | - | None |
| TV Globo - Project Waves / Waves ... (D00136228) | - | - | 89 | - | LA |
| Total M&A | | 431 | 29,452 | - | |
| Total Advisory | | 431 | 29,452 | - | |
| Adephia Communications - HY Offering (2Q 01) (D013200) | - | - | 68 | - | NA TELE |
| AMC Entertainment - accq financing for General Cinema (D013398) | - | - | 462 | - | NA FIN SPO |
| Carlyle/Veish- accq frncg for Qwest Dex East (Phase 1) / Phase 1 (D023503) | 4,769 | - | 4,769 | (3) | NA FIN SPO, NA Lev Fin |
| Echostar - HY offering (Hughes Electronics) (D016727) | - | - | (538) | - | NA Lev Fin |
| Entercom Communications - HY offering (1Q 02) (D020688) | - | - | 1,152 | - | LA |
| Galaxy Latin America - HY bond offering (1Q 01) (D002033) | - | - | 1,505 | - | NA Lev Fin |
| Gray Television - HY offering (4Q 02) (D025884) | - | - | 366 | - | NA FIN SPO, NA Lev Fin |
| Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959) | - | - | 5,480 | - | None |
| NextMedia Group - HY offering (2Q 01) (D013233) | - | - | (89) | - | EUR SPON |
| ProSieben - HY and debt refinancing (D022609) | - | - | 5,333 | - | |

12/19/2007

Global Media (as at 12 Nov 02).X\$

FRANCHISE - REVENUE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000's
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Revenue Oct | | Franchise Revenue YTD(Oct) | | Other Coverage Groups |
|----------------------------------|--|-----------------------|---------------|----------------------------|------------|-----------------------------|
| | | Revenue | YTD(Oct) | Revenue | Nov | |
| | Radio One - HY offering (2Q 01) (D012201) | - | (6) | - | - | None |
| | Sinclair Broadcast Group - \$125mm add-on - Q4 02 (D026013) | 243 | 243 | - | - | None |
| | Sinclair Broadcasting - HY offering (1Q 02) (D021370) | - | - | 536 | - | None |
| | Sinclair Broadcasting - HY Offering (4Q 01) (D016295) | - | - | 1,206 | - | None |
| | Young Broadcasting - HY Offering (4Q 01) (D014961) | - | - | 527 | - | None |
| Total HYCM | | 5,012 | 21,034 | | (3) | |
| | Gray Television - bank/equity financing (4Q 02) (D022657) | 1,297 | 1,297 | - | - | NA Lev Fin |
| | Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959) | - | - | 5,960 | - | NA FIN SPO, NA Lev Fin |
| | Johnston Press - £880mm debt financing for RIM acquisition / Jupiter.- (D014834) | - | - | 1,980 | - | EUR SPON, UK |
| | Kerasctes Theaters - Bank Financing (3Q 02) (D021256) | 659 | 659 | - | - | None |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D0165776) | - | - | 1,930 | - | NA FIN SPO, NA Lev Fin |
| | ProSieben - HY and debt refinancing (D022609) | - | - | 1,712 | - | EUR SPON, GERMANY |
| | TF1 - EUR 350m refinancing - July 2002 (D022100) | - | - | 151 | - | None |
| | Vivendi Universal Entertainment - Refinancing (D0205558) | - | - | 1,125 | - | EUR SPON |
| | Yell - US\$20mm financing for acqn of Mcleod Publishing (D020465) | - | - | 292 | - | EUR SPON |
| Total Leverage Loan Fees | | 1,956 | 15,108 | | | |
| Total Debt Products | | 6,988 | 36,742 | (3) | | |
| | Cumulus Media - secondary offering (2Q 02) (D022916) | - | - | 5,134 | - | None |
| | Digital River - block trade (4Q 01) (D016304) | - | - | 85 | - | None |
| | Emmis Communications - Block Trade (2Q 02) (D021959) | - | - | 2,206 | - | None |
| | Entercom Communications - secondary offering (1Q 02) (D020128) | - | - | 4,553 | - | None |
| | Gray Television - bank/equity financing (4Q 02) (D022657) | 5,272 | 5,272 | - | - | NA Lev Fin |
| | Ikon Office Solutions - convertible offering (2Q 02) (D020657) | - | - | 5,025 | - | None |
| | Internet Capital Group - IPO (D990806) | - | - | 286 | - | EUR TECH, NA CON |
| | JCDecaux - IPO (project Fox) / Fox (D004897) | - | - | (1,629) | - | None |
| | Johnston Press - rights issue for acqn of RIM (D022644) | - | - | 1,649 | - | UK |
| | Leap Frog Enterprises - IPO financing (D016309) | 45 | 45 | 688 | - | NA CON, NA FIN SPO |
| | LIN Television - IPO (D020127) | - | - | 10,033 | - | NA FIN SPO |
| | MediaNation - HK\$45.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494) | - | - | (4,721) | - | CHINA, NA FIN SPO, ASIA SPO |
| | Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091) | 109 | 109 | 3,747 | - | FRANCE |
| | Radio One - Secondary Offering (2Q 02) (D021881) | - | - | 917 | - | None |
| | XM Satellite Radio - secondary offering (2Q 02) (D022418) | - | - | 761 | - | NA FIN SPO |
| Total Equity Underwriting | | 5,426 | 34,017 | | (0) | |
| | Beam Broadcasting-Warrant Income Realized/Unrealized (M1590) | - | - | - | - | None |

|Beam Broadcasting-Warrant Income Realized/Unrealized (M1590)

12/19/2007

Global Media (as at 12 Nov 02), xs

FRANCHISE - REVENUE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000'S
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Revenue Oct | | Franchise Revenue Nov | | Other Coverage Groups |
|---------|---|--------------------------------------|---------|-----------------------|-----------|-----------------------|
| | | Revenue YTD(Oct) (¹) | 749 | Revenue Nov | NA P PLMT | |
| | Beam mtm (M1574) | - | 160 | - | NA P PLMT | |
| | Biquity Digital - Private Placement (Q2 02) (D013707) | - | 908 | - | | |
| | SONiCblue - equity private placement (2Q 02) (D021165) | - | | | | |
| | Total Private Placement-Equity | | | | | |
| | | | | | | |
| | Total Equity | 5,426 | 34,925 | - | | |
| | | | | | | |
| | AOL Time Warner Inc. - IG Bond (M3404) | - | 141 | - | None | |
| | Pitney Bowes - IG offering (3Q 02) (D026114) | - | 845 | - | None | |
| | Scholastic Corp - IG offering (1Q 02) (D020146) | - | 133 | - | None | |
| | Viacom - IG offering (3Q 02) (D025676) | - | 657 | - | None | |
| | Walt Disney - \$450mm - IG Bond (D024628) | - | 86 | - | None | |
| | Walt Disney - IG Bond (M3182) | - | 995 | - | None | |
| | Total GM DCM JV | | 2,856 | - | | |
| | | | | | | |
| | Bertelsmann - USD 1.450 bn syndicated loan facility - Jan02 (D023640) | - | 4,191 | - | None | |
| | Comcast Cable - Strategic Lending Contract (M2222) | (355) | - | - | None | |
| | Infinity Broadcasting - Strategic Lending Contract (M2221) | (624) | - | - | None | |
| | Unallocated Event (***) | (1) | - | - | None | |
| | Total Principal Investing / PE Exceptions / Other | (59) | 3,211 | - | | |
| | | | | | | |
| | Total Legacy Portfolios / Gross Selling / Other | (59) | 6,067 | - | | |
| | | | | | | |
| | Total Corporate Finance Product | 12,765 | 106,585 | (3) | | |

12/19/2007

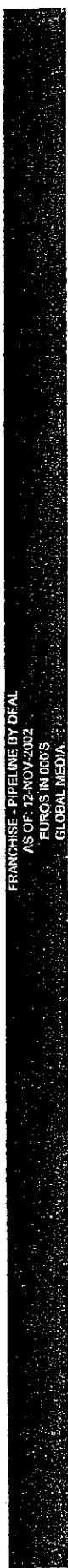
Global Media (as at 12 Nov 02) xis

FRANCHISE - PIPELINE BY DEAL
AS OF: 12-Nov-2002
EUROS IN 000's
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Value | | | | | | Franchise Revenue Total | Probability Weighted Pipeline |
|---|------|-----------------|-------|--------------|---------------|--------------|----------------------|-------------------------|-------------------------------|
| | | PROBABILITY | Nov | Dec | Jan | Feb | Balance Of Year 2003 | | |
| Acme Communications - general advisory (D008356) | 25 | - | 899 | - | - | - | 1,599 | 1,599 | 400 |
| AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | 75 | - | - | - | - | - | - | 998 | 749 |
| BC Partners - acq of BertelsmannSpringer (Chess) Chess ** (D024783) | 0 | - | - | 5,000 | - | - | - | 5,000 | - |
| Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homerem) (D025088) | 0 | - | 3,986 | - | - | - | - | 3,986 | - |
| Bonsey & Hawkes - divestiture advisor/dividend & refinancing / Bronze (D015558) | 25 | - | 2,000 | - | - | - | - | 2,000 | 600 |
| BusinessWire - general advisory (D05685) | 25 | - | - | - | - | - | - | 5,395 | 1,349 |
| Deutsche Telekom - Sale options for 18% stake in SES (D011446) | 0 | - | - | - | - | - | - | 6,000 | - |
| Digilink - sell-side advisory (D025150) | 25 | - | - | - | - | - | - | 3,000 | 750 |
| Dilektur - sell-side advisory (D025150) | 100 | - | - | - | - | - | - | 100 | 100 |
| EchoStar - acqn advisory and financing (GM - HE) (D014601) | 25 | - | - | - | - | - | - | 7,493 | 1,873 |
| Electronic Arts - general advisory (VJE Games) (D025637) | 0 | - | - | - | - | - | - | 4,996 | - |
| Emiris Communications - general advisory (Project Football) / Football (D026447) | 25 | - | - | - | - | - | - | 14,487 | 3,632 |
| Fininvest - valuations (Focus) / Focus (ex-Slimcast) (D016088) | 25 | - | 300 | - | - | - | - | 300 | 75 |
| JCDecaux - acquisition advisory / Project Daedalus / Daedalus. (D022235) | 25 | - | - | - | - | - | - | 4,500 | 1,125 |
| Johnson Press - acqn & fin of SMG's publishing div (D025984) | 0 | - | - | - | - | - | - | 800 | - |
| Pearson plc - strategic advisory re Interactive Data Corp (D025065) | 0 | - | - | - | - | - | - | 4,996 | - |
| ProSieben - strategic divestiture advisory / Project Phoenix / Phoenix (D023912) | 25 | - | - | - | - | - | - | 5,000 | 1,250 |
| Reuters - strategic advisory re 53% stake in ITCO (D026052) | 0 | - | - | - | - | - | - | 4,000 | - |
| TIM Brazil - Project Effe/Phase 2 (sale) / Effe 2. (D024386) | 0 | - | - | - | - | - | - | 998 | - |
| Vivendi Universal - disposal of US stakes (D025431) | 0 | - | - | - | - | - | - | 18,682 | - |
| Vivendi - Canal Plus / French assets M&A/ECM (ex, technologies) / Canabil (D025286) | 25 | - | - | - | - | - | - | 10,000 | 2,500 |
| Young Broadcasting - general advisory (Kron Stallion) (D025304) | 25 | - | 3,299 | - | 8,596 | 7,493 | - | 3,998 | 999 |
| Total M&A | | | | | | | | 103,538 | 15,292 |
| Total Advisory | | | | | | | | 108,656 | 16,292 |
| Albitron Communications - HY (D020406) | 0 | - | - | - | - | - | - | - | - |
| Carlyle/Welsh - acq frng for Qwest Dex West(Phase 1) / Phase 2 (D025662) | 25 | - | - | - | - | - | - | - | - |
| DirectTV USA - bridge financing (1Q02) (D020076) | 50 | - | - | - | - | - | - | - | - |
| RH Donnelly - acq financing for Sprint Yellow Pages (D025434) | 50 | - | - | - | - | - | - | - | - |
| Total HYCM | | | | | | | | 24,078 | 9,442 |
| Carnival/Welsh - acq frng for Qwest Dex West(Phase 1) / Phase 2 (D025662) | 25 | - | 2,997 | - | - | 5,995 | - | 5,995 | 1,498 |
| Comcast - acq frng for AT&T Broadband (participant bank) (D020813) | 50 | - | - | 1,768 | - | - | - | 7,393 | 1,848 |
| DIRECTV USA - bridge financing (1Q02) (D020076) | 50 | - | - | 16,783 | - | - | - | 6,794 | 3,397 |
| EchoStar - acqn advisory and financing (GM - HE) (D014601) | 50 | - | - | 34,569 | - | - | - | 34,369 | 17,284 |
| RH Donnelly - acq financing for Sprint Yellow Pages (D025434) | 75 | - | - | 3,986 | - | - | - | 3,996 | 2,997 |
| Sinclair Broadcasting - bank financing (3Q 02) (D021892) | 0 | - | - | 2,997 | - | - | - | 2,997 | - |
| Taylor & Francis - acq of Kluwer Academic Publishing (Kafka) / Kafka (D022841) | 25 | - | 100 | - | - | - | - | 100 | 25 |
| Vivendi Universal Entertainment - Refinancing (D025535) | 75 | - | 1,000 | - | - | - | - | 1,000 | 750 |
| Total Leverage Loan Fees | | | | 4,097 | 62,144 | 5,995 | - | 72,236 | 35,595 |
| Total Real Estate Advisory | | | | 0 | - | - | - | 998 | - |
| Total Debt Products | | | | 4,097 | 62,144 | 5,995 | 25,077 | 97,313 | 43,037 |
| AOL Time Warner - convertible offering (3Q 02) (D02044) | 0 | - | - | - | - | 9,991 | - | 9,991 | - |
| AOL Springarkitch - Secondary Offering / Project Annabelle / Annabelle (D022480) | 0 | - | - | - | - | 14,000 | - | 14,000 | - |
| Bskyb - GBP 200 million convertible bond (D020298) | 0 | - | - | - | - | - | - | 2,500 | - |
| Capitol Broadcasting - IPO (D023066) | 0 | - | - | - | - | - | - | 2,997 | - |
| Salem Communications - secondary offering (3Q 02) (D024428) | 0 | - | - | - | - | - | - | 1,248 | - |
| SES Global - €700.1bn IPO - Project Gerard2 / Gerard2 (D013535) | 50 | - | - | - | - | 8,000 | - | 8,000 | - |
| Texas Pacific Group - IPO (Hunter) / Hunter * (D02792) | 0 | - | - | - | - | 10,000 | - | 10,000 | - |
| Vivendi Universal - disposal of US stakes (D025431) | 25 | - | - | - | - | 9,991 | - | 9,991 | 2,498 |

Global Media (as at 12 Nov 02), x15

12/9/2007



FRANCHISE PIPELINE BY DEAL
AS OF 12-NOV-2002
EUROS IN 000'S
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Value | | | | | | Franchise Revenue Total | Probability Weighted Pipeline |
|---|------|-----------------|--------|--------|-------|---------|----------------------|-------------------------|-------------------------------|
| | | PROBABILITY | NOV | DEC | JAN | FEB | BALANCE OF YEAR 2003 | | |
| Total Equity Underwriting | | | | 6,746 | 6,991 | | 41,993 | | |
| Total Equity | | | | 6,746 | 6,991 | | 41,991 | | |
| SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015606) | 0 | | | 1,000 | | | | 1,000 | |
| Total GM DCM Jv | | | | 1,000 | | | | 1,000 | |
| Total Legacy Portfolios / Cross Selling / Other | | | | 1,000 | | | | 1,000 | |
| Total Corporate Finance Product | | 4,091 | 73,189 | 24,992 | 7,493 | 155,613 | 266,580 | 64,827 | |

12/19/2007

Global Media (as of 12 Nov 02).x15

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-11-12 (Tue)
EUROS IN \$000's
Global Media

| BANKER | DEAL | PRODUCT ^a | PROB | OCT FRANCHISE VALUE | YTD OCT FRANCHISE VALUE | NOV FRANCHISE VALUE | 2002 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|------------------|--|--------------------------------|------|---------------------|-------------------------|---------------------|-------------------------|---------------------------|
| | | | | | | | | |
| Amling, Jeffrey | Aurora Communications - general advisory (D012858) | Divestiture Advisory | N/A | 0% | - | - | - | - |
| | Cited Broadcating - IPO (D0023065) | Equity-IPO | N/A | - | - | - | - | - |
| | Cumulus Media - secondary offering (Q2 Q3) (D022916) | Equity-Secondary | N/A | - | - | - | - | - |
| | DirectTV USA - bridge financing (1Q02) (D020016) | Bonds-Corporate High Yield | 50% | - | - | - | - | - |
| | DirectTV USA - bridge financing (1Q02) (D020016) | Senior Bank Debt | 50% | - | - | - | - | - |
| | Echostar - General Advisory (Mvent) (D019841) | Other M&A Advisory | N/A | - | - | - | - | - |
| | Echostar - HY offering (Hughes Electronics) (D016727) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Echostar - acq advisory and financing (SM - HE) (D014601) | Acquisition Advisory | N/A | - | - | - | - | - |
| | Echostar - acq advisory and financing (SM - HE) (D014601) | Bridge Loans | 50% | - | - | - | - | - |
| | Echostar - acq advisory and financing (SM - HE) (D014601) | Block Trade | N/A | - | - | - | - | - |
| | Erimis Communications - Block Trade (2Q 02) (D021956) | Acquisition Advisory | 25% | - | - | - | - | - |
| | Erimis Communications - general advisory (Project Football) / Fachthal (D023647) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Entercam Communications - secondary offering (1Q 02) (D020588) | Equity-Secondary | N/A | - | - | - | - | - |
| | Entercam Communications - secondary offering (1Q 02) (D020128) | Bonds-Eurobonds | 0% | - | - | - | - | - |
| | Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015659) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015659) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Huawei/Huawei - IPO (D0009494) | Equity-IPO | N/A | - | - | - | - | - |
| | Intelsat Broadband Group - \$125mm add-on - Q4 02 (D026103) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Sindair Broadcasting - HY Offering (AO 01) (D016225) | Senior Bank Debt | N/A | - | - | - | - | - |
| | Sindair Broadcasting - bank financing (3Q 02) (D021892) | Diversiture Advisory | N/A | - | - | - | - | - |
| | Radio One - Radio One - Secondary Offering (1Q 02) (D012201) | Bonds-Corp. Investment Grade | N/A | - | - | - | - | - |
| | Radio One - Secondary Offering (1Q 02) (D012201) | Bridge Loans | 75% | - | - | - | - | - |
| | SES Global - Debt financing re GE American / Project Gerard / Gerard 3 (D019956) | Bridge Loans | N/A | - | - | - | - | - |
| | Sindair Broadband Group - \$125mm add-on - Q4 02 (D026103) | Private Placement-Equity | N/A | - | - | - | - | - |
| | Sindair Broadcasting - HY Offering (AO 01) (D016225) | Acquisition Advisory | 0% | - | - | - | - | - |
| | Sindair Broadcasting - bank financing (3Q 02) (D021892) | Acquisition Advisory | 0% | - | - | - | - | - |
| | SuperRadio - general advisory (D005577) | Valuation | N/A | - | - | - | - | - |
| | Viacom - IG offering (3Q 02) (D025676) | Acquisition Advisory | N/A | - | - | - | - | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | Corporate Brokerage - Advisory | N/A | - | - | - | - | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | Equity-Rights | N/A | - | - | - | - | - |
| | Viability Digital - Private Placement (Q2 02) (D013707) | Senior Bank Debt | N/A | - | - | - | - | - |
| | BC Partners - Acq of Bertelsmann Springer (Chess) / Chess ** (D024783) | BlockTrade | N/A | - | - | - | - | - |
| | Blackstone/THL Linc etc - EXCLUSIVITY for HMT / Versilia (ex-Homerun) (D025086) | Divestiture Advisory | N/A | - | - | - | - | - |
| | Gazprom - Sale of Gazprom Media to Scafell Group (Astra) / Astra * (D013840) | Divestiture Advisory | N/A | - | - | - | - | - |
| | Johnson Press - Acq advisory for RIM / Pacific. (D014213) | Divestiture Advisory | N/A | - | - | - | - | - |
| | Johnson Press - Acq & fin of SMG's publishing div (D025984) | Divestiture Advisory | N/A | - | - | - | - | - |
| | Johnson Press rights issue for a/cn of RIM (D022644) | Divestiture Advisory | N/A | - | - | - | - | - |
| | Johnson Press - £880mm debt financing for RIM acquisition / Jupiter - (D014634) | Divestiture Advisory | N/A | - | - | - | - | - |
| | Taylor & Francis - Acq of Klüver Academic Publishing (Kafila) / Kafila (D022841) | Divestiture Advisory | N/A | - | - | - | - | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Divestiture Advisory | N/A | - | - | - | - | - |
| | Vivendi-Canal Plus - disposal of US stakes (D025431) | Divestiture Advisory | N/A | - | - | - | - | - |
| | Vivendi - US\$60mm financing for a/cn of McLeod Publishing (D02465) | Divestiture Advisory | N/A | - | - | - | - | - |
| Austin, Geoffrey | Carlyle/Welsh - a/cn for Qwest Dex West (Phase I) / Phase 2 (D025652) | Bonds-Corporate High Yield | 25% | - | - | - | - | - |
| | Carlyle/Welsh - a/cn for Qwest Dex East (Phase II) / Phase 2 (D025652) | Senior Bank Debt | 25% | - | - | - | - | - |
| | Carlyle/Welsh - a/cn for Qwest Dex East (Phase II) / Phase 3 (D023503) | Bonds-Corporate High Yield | 25% | - | - | - | - | - |
| | Citadel Broadcasting - IPO (D023065) | Senior Bank Debt | 0% | - | - | - | - | - |
| | Cumulus Media - secondary offering (2Q 02) (D022916) | Equity-Secondary | N/A | - | - | - | - | - |
| | Erimis Communications - general advisory (Project Football) / Football (D023647) | Acquisition Advisory | N/A | - | - | - | - | - |
| | Entercam Communications - secondary offering (1Q 02) (D020588) | Bonds-Corporate High Yield | 25% | - | - | - | - | - |
| | Entercam Communications - secondary offering (1Q 02) (D020588) | Equity-Secondary | N/A | - | - | - | - | - |
| | Lean Frog Enterprises - IPO financing (D016309) | Equity-IPO | N/A | - | - | - | - | - |
| | Meditation - HK\$445.5mn IPO on GEM - Proj Bus / Bus (Asia ECA) (D000494) | Bonds-Corporate High Yield | 50% | - | - | - | - | - |
| | Nextmedia Group - HY offering (1Q 01) (D01323) | Bonds-Corporate High Yield | 50% | - | - | - | - | - |
| | RH Donnelly - sec financing for Sprint Yellow Pages (D025434) | Senior Bank Debt | 75% | - | - | - | - | - |
| | RH Donnelly - sec financing for Sprint Yellow Pages (D025434) | Equity-Secondary | N/A | - | - | - | - | - |
| | Radio One - Secondary Offering (2Q 02) (D021881) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Sinclair Broadcasting - HY offering (1Q 01) (D016335) | Senior Bank Debt | 0% | - | - | - | - | - |
| | Sinclair Broadcasting - bank financing (3Q 02) (D021882) | Diversiture Advisory | N/A | - | - | - | - | - |
| | SuperRadio - General advisory (D000577) | Equity-Rights | N/A | - | - | - | - | - |

12/19/2007

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Global Media (as at 12 Nov 02), x5

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-11-12 [Tue]
EUROS IN 000's
Global Media.

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DB 000563

FRANCHISE: REVENUE & PIPELINE BY MD & DIR
 2002-11-12 (Tue)
EUROS IN '000S
 Global Media.

| BANKER | DEAL | PRODUCT | OCT FRANCHISE VALUE | | YTD OCT FRANCHISE VALUE | | NOV FRANCHISE VALUE | 2002 FRANCHISE PIPELINE | | FRANCHISE FUTURE PIPELINE |
|-----------------------------|---|---|---------------------|----|-------------------------|----|---------------------|-------------------------|-------------------------|---------------------------|
| | | | PROB % | 0% | PROB % | 0% | | NOV FRANCHISE VALUE | 2002 FRANCHISE PIPELINE | |
| Paul, Gregory R. | AMC Entertainment - acq financing for General Cinema (D013398) Acme Communications - general advisory (D006565) Galaxy Latin America - HY bond offering (1Q 01) (D002033) Kerasco Theaters - bank financing (3Q 02) (D021255) UNI Television - IPO (D00127) Loews Cinplex Entertainment - ex-financing (1Q 02) (D016576) Young Broadcasting - HY Offering (Q 01) (D014981) Young Broadcasting - general advisory (Kron Station) (D025304) | Rail Estate Advisory Bonds-Corporate High Yield Divestiture Advisory Senior Bank Debt Fairness Opinion Other M&A Advisory Divestiture Advisory Divestiture Advisory | N/A | - | N/A | - | N/A | 5,480 | 5,960 | - |
| Silver, Ellen L. | Kemonee Theaters - bank financing (3Q 02) (D021255) Loews Cinplex Entertainment - ex-financing (1Q 02) (D016576) Young Broadcasting - HY Offering (Q 01) (D014981) | Bonds-Corporate High Yield Divestiture Advisory Bonds-Corporate High Yield Senior Bank Debt Equity-IPO Senior Bank Debt Bonds-Corporate High Yield Divestiture Advisory | 25% | - | N/A | - | N/A | 1,505 | 659 | - |
| Thurn-Hohenstein, Christian | Siemens - Project Rock / Rock, (D014619) EberleSiemens - USD 1,450 m syndicated loan facility - Jam22 (D0023640) Deutsche Telekom - Sale options for 16% stake in SES (D011449) Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016056) Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016056) | Acquisition Advisory Short Term Finance Divestiture Advisory Fairness Opinion Fairness Opinion | N/A | - | N/A | - | N/A | 10,033 | 1,930 | - |
| Treto, Dyan | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) BusinessWire - general advisory (D005685) Comcast - acq trc for AT&T Broadband (participant bank) (D020813) Digital River - block trade (4Q 01) (D011504) Liberty Media - Acq opportunities in Europe (D011282) TMF Worldwide - Project University / University 1 (D013407) USA Interactive - bond repurchase (4Q 02) (D026381) Vivendi Universal - disposal of US stakes (D025431) Walt Disney - \$450mm 1G Bond (2024/828) | Divestiture Advisory Divestiture Advisory Senior Bank Debt Equity-Secondary Acquisition Advisory Acquisition Advisory Bonds-Corp. Investment Grade Block Trade Divestiture Advisory Bonds-Corp. Investment Grade | 75% | - | N/A | - | N/A | 2,010 | 4,191 | - |
| Yung, Sun J. | Comcast - acq trc for AT&T Broadband (participant bank) (D020813) Icon Office Solutions - convertible offering (2Q 02) (D020657) Pliny Bowen - IG offering (3Q 02) (D026114) SONICblue - equity private placement (2Q 02) (D021165) Scientific Atlanta - acquisition of Barcom/Project Baseball / Baseball (D013401) | Senior Bank Debt Equity-Convertible Bonds Bonds-Corp. Investment Grade Private Placement-Equity Acquisition Advisory | 50% | - | N/A | - | N/A | 5,025 | 845 | - |

12/19/2007

Global Media (as at 12 Nov 02).xls

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12/31/2002
EUROS IN 000'S
NA MEDIA (1)

| | Oct Franchise Revenue | YTD(Oct) Franchise Revenue | Prior YTD Franchise Revenue | EN/PRIOR YTD Franchise Revenue | Nov Franchise Revenue | Balance Of Current Year Thru 12/31 Pipeline | Bal Of Cur Year Weighted Pipeline | 2002 Full Year Forecast | Future Year Pipeline Probability Weighted(2) | |
|---|-----------------------|----------------------------|-----------------------------|--------------------------------|-----------------------|---|-----------------------------------|-------------------------|--|-----------------------------|
| | | | | | | | | | Future Year Pipeline Plan | Future Year Pipeline Net(2) |
| PRODUCT | | | | | | | | | 25,650 | 53,951 |
| M&A | 297 | 21,307 | 10,500 | 10,807 | - | 999 | 749 | 22,056 | (3,594) | 8,243 |
| Other Advisory | 297 | 21,307 | 10,500 | 10,807 | - | 999 | 749 | 22,056 | (3,594) | 8,243 |
| Total Advisory | | | | | | | | | | |
| ABX Origination | 5,012 | 15,701 | 10,324 | 5,377 | (5) | - | 15,698 | 7,330 | 8,368 | 9,442 |
| HYCM | 1,956 | 10,972 | 885 | 10,087 | - | 66,141 | 32,072 | 43,043 | 5,995 | 1,499 |
| Leverage Loan Fees | - | - | - | - | - | - | - | - | - | - |
| Project Finance | - | - | - | - | - | - | - | - | - | - |
| Leveraged Portfolios Revenue | - | - | - | - | - | - | - | - | - | - |
| Real Estate Investment Banking | - | - | - | - | - | - | - | - | - | - |
| Total Debt Products | 6,968 | 26,873 | 11,209 | 15,464 | (3) | 66,141 | 32,072 | 58,742 | 14,880 | 44,082 |
| Equity Underwriting | 5,317 | 30,249 | 18,857 | 11,382 | - | 4,246 | - | 30,249 | 30,249 | 10,940 |
| Private Placement-Equity | - | 908 | 84 | 824 | - | - | - | 908 | - | - |
| Structured Equity Transactions Group | 5,317 | 31,157 | 18,941 | 12,216 | - | 4,246 | - | 31,157 | 25,650 | 18,682 |
| Total Equity | | | | | | | | | | |
| Capital Benefits/Treasury Allocation | - | - | - | - | - | - | - | - | - | - |
| Other Global Markets | - | - | - | - | - | - | - | - | - | - |
| GM DCM JV | - | 2,856 | 7,194 | (4,338) | - | - | 1,000 | - | 2,856 | - |
| Legacy PFI / Telecom / LA Portfolio - NIM | (39) | (379) | 2,653 | (2,683) | - | - | - | - | (379) | - |
| Principal Investing / PE Exceptions / Other | (58) | 1,877 | (9,028) | (7,151) | - | - | 1,000 | - | (5,463) | - |
| Total Corporate Finance Product | 12,523 | \$1,014 | 49,576 | 31,336 | (3) | 72,387 | 32,821 | 113,532 | 73,530 | 40,642 |
| | | | | | | | | | 105,005 | 21,680 |

Notes:
 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
 2) Balance of Pipeline includes all future years

12/19/2007

Global Media (as at 12 Nov 02) x \$

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DB 000565

FRANCHISE - REVENUE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000's.
NA MEDIA

| PRODUCT | DEAL | Franchise Revenue Oct | | Franchise Revenue YTD(Oct) | | Franchise Revenue Nov | Other Coverage Groups |
|---|------|-----------------------|----------------------------|----------------------------|----------------------------|------------------------|-----------------------|
| | | Franchise Revenue Oct | Franchise Revenue YTD(Oct) | Franchise Revenue YTD(Oct) | Franchise Revenue YTD(Oct) | | |
| Allbritton Communications - General Advisory (News Ch 8) (D020686) | - | - | - | 111 | - | NA Lev Fin | |
| AT&T Broadband - general advisory (Project "Twist & Shout") / Twist & Sh (D010328) | - | - | - | 2,663 | - | EUR TELE, NA TELE | |
| Aurora Communications - general advisory (D012658) | - | - | - | 1,032 | - | None | |
| EchoStar - acq advisory and financing (SM - HE) (D014601) | - | - | (145) | - | - | NA Lev Fin | |
| EchoStar - General Advisory (Vivendi) (D016541) | - | - | - | 8,686 | - | None | |
| Landmark Communications - general advisory(Retainer 2001-02) (D014724) | - | - | - | 203 | - | None | |
| Liberty Media - Acq opportunities in Europe (D016382) | - | - | - | 244 | - | EUR SPON, EUR TELE | |
| Scientific Atlanta - acquisition of Barcennet-Project Baseball / Baseball (D013401) | - | - | - | 1,524 | - | EUR TECH | |
| Spectrasite Holdings - Fairness Opinion (SBC) (D022702) | - | - | - | 533 | - | NA FIN SPO | |
| SuperRadio - general advisory (D005577) | 297 | 297 | 297 | 287 | - | None | |
| TIM Brazil - Project Efei/Phase 1 (strategic alliance) / Efei - 1. (D014121) | - | - | - | 1,578 | - | EUR TELE, ITALY, LA | |
| TMP Worldwide - Project University / University 1 (D013407) | - | - | - | 3,408 | - | None | |
| Tribune Co - general advisory (radio assets) (D002234) | - | - | - | 1,086 | - | None | |
| TV Globo - Project Waves, Waves ... (D013628) | - | - | - | 89 | - | LA | |
| Total M&A | | 297 | 297 | 297 | 21,307 | - | |
| Total Advisory | | 297 | 297 | 21,307 | - | - | |
| Adelphia Communications - HY Offering (2Q 01) (D013200) | - | - | - | 68 | - | NA TELE | |
| AMC Entertainment - acq financing for General Cinema (D013398) | - | - | - | 482 | - | NA FIN SPO | |
| Carlton/Westh- aco finco for Qwest Dex East (Phase 1) / Phase 1 (D023503) | - | 4,769 | 4,769 | 4,769 | (3) | NA FIN SPO, NA Lev Fin | |
| Entechstar - HY offering (Hughes Electronics) (D016727) | - | - | - | (538) | - | NA Lev Fin | |
| Entercom Communications - HY offering (1Q 02) (D020688) | - | - | - | 1,152 | - | NA Lev Fin | |
| Galaxy Latin America - HY bond offering (1Q 01) (D002033) | - | - | - | 1,605 | - | LA | |
| Gray Television - HY offering (4Q 02) (D025584) | - | - | - | 386 | - | NA Lev Fin | |
| HughesPanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | - | - | - | 5,480 | - | NA FIN SPO, NA Lev Fin | |
| NexMedia Group - HY offering (1Q 01) (D013233) | - | - | - | (88) | - | None | |
| Radio One - HY offering (2Q 01) (D012201) | - | - | - | (6) | - | None | |
| Sinclair Broadcast Group - \$125m add-on - Q4 02 (D026013) | 243 | 243 | 243 | 243 | - | None | |
| Sinclair Broadcasting - HY offering (1Q 02) (D021370) | - | - | - | 536 | - | None | |
| Sinclair Broadcasting - HY Offering (4Q 01) (D016235) | - | - | - | 1,206 | - | None | |
| Young Broadcasting - HY Offering (4Q 01) (D014961) | - | - | - | 527 | - | None | |
| Total HYCM | | 5,012 | 5,012 | 16,701 | (3) | - | |
| Gray Television - bank/equity financing (4Q 02) (D022657) | - | 1,287 | 1,287 | - | - | NA Lev Fin | |
| HughesPanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | - | - | - | 5,980 | - | NA FIN SPO, NA Lev Fin | |
| Kerasotes Theaters - Bank Financing (3Q 02) (D021425) | 659 | 659 | 659 | - | - | None | |
| Loews Cineplex Entertainment - exit financing (1Q 02) (D018576) | - | - | - | 1,930 | - | NA FIN SPO, NA Lev Fin | |
| Vivendi Universal Entertainment - Refinancing (D025558) | - | - | - | 1,125 | - | EUR SPON | |
| Total Leverage Loan Fees | | 1,916 | 1,916 | 10,972 | - | - | |
| Total Debt Products | | 6,968 | 6,968 | 26,673 | (3) | - | |
| Cumulus Media - secondary offering (2Q 02) (D022916) | - | - | - | 5,134 | - | None | |
| Digital River - block trade (4Q 01) (D016304) | - | - | - | 85 | - | None | |
| Emmis Communications - Block Trade (2Q 02) (D021959) | - | - | - | 2,206 | - | None | |

Global Media (as at 12 Nov 02).xls

12/19/2007

FRANCHISE - REVENUE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000'S
NA MEDIA

| PRODUCT | DEAL | Franchise Revenue Oct | | Franchise Revenue YTD(Oct) | Franchise Revenue Nov | Other Coverage Groups |
|---------|---|-----------------------|---------------|----------------------------|-----------------------|------------------------------|
| | | Franchise Revenue Oct | YTD(Oct) | | | |
| | Entercor Communications - secondary offering (1Q 02) (D02012B) | - | 4,553 | - | - | None |
| | Gray Television - bank/equity financing (4Q 02) (D022657) | 5,272 | 5,272 | - | - | NA Lev Fin |
| | Ikon Office Solutions - convertible offering (2Q 02) (D020657) | - | 5,026 | - | - | None |
| | Internet Capital Group - IPO (D990806) | - | 296 | - | - | EUR TECH, NA CON |
| | Leap Frog Enterprises - IPO financing (D016309) | 45 | 688 | - | - | NA CON, NA FIN SPO |
| | LIN Television - IPO (D020127) | - | 10,033 | - | - | NA FIN SPO |
| | Media Nation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494) | - | (4,721) | - | - | CHINA, NA FIN SPO, ASIA SPON |
| | Radio One - Secondary Offering (2Q 02) (D021181) | - | 917 | - | - | None |
| | XM Satellite Radio - secondary offering (2Q 02) (D022418) | - | 761 | - | - | NA FIN SPO |
| | Total Equity Underwriting | 5,317 | 30,249 | | | |
| | iBeam Broadcasting-Warrant Income Realized (M1590) | - | (0) | - | - | None |
| | iBeam mm (M1574) | - | (1) | - | - | None |
| | iBiquity Digital - Private Placement (Q2 02) (D013707) | - | 749 | - | - | NA P PLMT |
| | SonicBlue - equity private placement (2Q 02) (D021165) | - | 160 | - | - | NA P PLMT |
| | Total Private Placement-Equity | - | 908 | | | |
| | Total Equity | 5,317 | 31,157 | | | |
| | AOL Time Warner Inc. - IG Bond (M3404) | - | 141 | - | - | None |
| | Disney Bowas - IG offering (3Q 02) (D026114) | - | 845 | - | - | None |
| | Scholastic Corp - IG offering (1Q 02) (D020146) | - | 133 | - | - | None |
| | Viacom - IG offering (3Q 02) (D025676) | - | 657 | - | - | None |
| | Walt Disney - \$450mm - IG Bond (D024628) | - | 86 | - | - | None |
| | Walt Disney - IG Bond (M3182) | - | 995 | - | - | None |
| | Total GM DCM JV | - | 2,886 | | | |
| | Comcast Cable - Strategic Lending Contract (M2222) | - | (355) | - | - | None |
| | Infinity Broadcasting - Strategic Lending Contract (M2221) | (59) | (624) | - | - | None |
| | Total Principal Investing / PE Exceptions / Other | (59) | (979) | | | |
| | Total Legacy Portfolios / Cross Selling / Other | (69) | 1,877 | | | |
| | Total Corporate Finance Product | 12,523 | 81,014 | | | |
| | | | (3) | | | |

12/19/2007

Global Media (as at 12 Nov 02) x/s

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DB 000567

FRANCHISE - PIPELINE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000's
NA MEDIA

| PRODUCT | DEAL | Franchise Value | | | | | | Franchise Revenue Total | Probability Weighted Pipeline |
|---|------|-----------------|-------|--------|--------|--------|----------------------|-------------------------|-------------------------------|
| | | PROBABILITY | Nov | Dec | Jan | Feb | Balance Of Year 2003 | | |
| Arne Communications - general advisory (D008355) | 25 | - | 999 | - | - | - | 1,500 | - | 1,500 400 |
| AT&T Broadband - general advisory (Project: Twist & Shout) / Twist & Sh (D013226) | 75 | - | - | - | - | - | - | 999 | 749 |
| BusinessWire - general advisory (D005865) | 25 | - | - | - | - | - | 5,395 | - | 5,395 1,349 |
| EchoStar - acq advisory and financing (GM - HE) (D014801) | 25 | - | - | - | 7,493 | - | - | 7,493 | 1,673 |
| Erimis Communications - general advisory (Project Football) / Football (D026447) | 25 | - | - | - | - | 14,487 | - | 14,487 3,622 | |
| ITM Brazil - Project EfeiPhase 2 (sale) / Efei - 2 (D024866) | 0 | - | - | - | - | 999 | - | 999 | - |
| Vivendi Universal - disposal of US stakes (D025431) | 0 | - | - | - | - | 19,982 | - | 19,982 596 | |
| Young Broadcasting - general advisory (Cron Stanhope) (D025304) | 25 | - | - | - | - | 3,996 | - | 3,996 | 596 |
| Total M&A | | | 999 | - | - | 7,493 | 48,456 | 54,951 | 8,992 |
| Total Advisory | | | 999 | - | - | 7,493 | 48,456 | 54,951 | 8,992 |
| Albition Communications - HY (D02406) | 0 | - | - | - | - | - | 1,498 | - | 1,498 |
| Carlyle/Welsh - acq fund for Qwest Dex West(Phase II) / Phase 2 (D026682) | 25 | - | - | - | - | - | 7,393 | - | 7,393 1,848 |
| DirectTV USA - bridge financing ('1Q02) (D020076) | 50 | - | - | - | - | - | 6,794 | - | 6,794 3,397 |
| RH Donnelly - acq financing for Sprint Yellow Pages (D025434) | 50 | - | - | - | - | - | 8,392 | - | 8,392 4,195 |
| Total HYCM | | | - | - | - | - | 24,078 | - | 24,078 9,442 |
| Carlyle/Welsh - acq fund for Qwest Dex West(Phase I) / Phase 2 (D026682) | 25 | - | - | - | 5,995 | - | - | - | 5,995 1,499 |
| Carlyle/Welsh - acq fund for Qwest Dex East (Phase 1) / Phase 1 (D023503) | 25 | - | 2,997 | - | 1,798 | - | - | - | 2,997 749 |
| Comcast - acq fund for AT&T Broadband (participant bank) (D020813) | 50 | - | - | 18,783 | - | - | - | - | 1,798 898 |
| DirectTV USA - bridge financing ('1Q02) (D020076) | 50 | - | - | 34,569 | - | - | - | - | 18,783 9,392 |
| EchoStar - acq advisory and financing (GM - HE) (D014801) | 50 | - | - | - | - | - | - | - | 34,569 17,294 |
| RH Donnelly - acq financing for Sprint Yellow Pages (D025434) | 75 | - | - | 3,996 | - | - | - | - | 3,996 2,997 |
| Sinclair Broadcasting - bank financing (3Q 02) (D021892) | 0 | - | - | 2,997 | - | - | - | - | 2,997 2,997 |
| Vivendi Universal Entertainment - Refinancing (D025599) | 75 | - | 1,000 | - | - | - | - | - | 1,000 750 |
| Total Leverage Loan Fees | | | 3,997 | 62,144 | 5,995 | - | - | 72,138 | 33,570 |
| Davis & Partners - Transmission Tower in Brooklyn (D023807) | 0 | - | - | - | - | 999 | - | - | 999 |
| Total Real Estate Advisory | | | 0 | - | - | 999 | - | 999 | - |
| Total Debt Products | | | 3,997 | 62,144 | 5,995 | - | 26,077 | 97,213 | 43,012 |
| AOL Time Warner - convertible offering (3Q 02) (D024044) | 0 | - | - | - | - | 9,991 | - | 9,991 | - |
| Claire's Broadcasting - IPO (D022305) | 0 | - | - | 2,997 | - | - | - | 2,997 | - |
| Salem Communications - secondary offering (3Q 02) (D024428) | 0 | - | - | 1,248 | - | 8,891 | - | 1,249 2,498 | |
| Vivendi Universal - disposal of US stakes (D025431) | 25 | - | - | - | 4,246 | 8,891 | 9,991 | - | 9,991 2,498 |
| Total Equity Underwriting | | | - | - | 4,246 | 8,891 | - | 24,228 | 2,498 |
| Total Equity | | | - | - | - | - | - | - | - |
| Total GM DCM JV | | | 0 | - | 1,000 | - | - | - | 1,000 |
| Total Legacy Portfolios / Cross Selling / Other | | | - | - | 1,000 | - | - | - | 1,000 |
| Total Corporate Finance Product | | | 3,597 | 68,389 | 15,986 | 7,493 | 81,927 | 177,392 | 54,502 |

12/19/2007

Global Media (as at 12 Nov 02).X5

FRANCHISEE - REVENUE & PIPELINE BY M&D & DIR
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 NA Media.

| BANKER | DEAL | PRODUCT | PROB | OCT FRANCHISE VALUE | YTD OCT FRANCHISE VALUE | NOV FRANCHISE VALUE | 2002 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|-------------------|---|------------------------------------|------|---------------------|-------------------------|---------------------|-------------------------|---------------------------|
| | | | | | | | | |
| Amiting, Jeffrey | Aurora Communications - general advisory (D012868) | Divestiture Advisory | N/A | 1,032 | 2,987 | - | - | - |
| | Citadel Broadcasting - IPO (D023086) | Equity-IPO | 0% | 5,134 | - | - | - | - |
| | Cumulus Media - secondary offering (2Q '02) (D022916) | Equity-Secondary | N/A | - | - | - | - | 6,794 |
| | DirectTV USA - bridge financing (1Q '02) (D022078) | Bonds-Corporate High Yield | 50% | - | 16,783 | - | - | - |
| | DirectTV USA - bridge financing (1Q '02) (D022078) | Senior Bank Debt | 50% | - | - | - | - | - |
| | EchoStar - General Advisory (Friend) (D016841) | Other M&A Advisory | N/A | 8,686 | (534) | - | - | - |
| | EchoStar - HT offering (Hughes Electronics) (D016727) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | EchoStar - M&A advisory and financing (GM - HE) (D014801) | Acquisition Advisory | 25% | (145) | - | - | - | 7,983 |
| | EchoStar - M&A advisory and financing (GM - HE) (D014801) | Bridge Loans | 50% | - | 34,569 | - | - | - |
| | EchoStar - acq advisory and financing (GM - HE) (D014801) | Block Trade | N/A | 2,206 | - | - | - | - |
| | Emmis Communications - Block Trade (Q 02) (D021859) | Acquisition Advisory | 25% | - | - | - | - | 14,487 |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Entercor Communications - HY offering (1Q '02) (D020688) | Equity-Secondary | N/A | - | - | - | - | - |
| | Entercor Communications - secondary offering (1Q '02) (D020128) | Bonds-Eurobonds | N/A | - | - | - | - | - |
| | HughesPanAmSat - Project Pelican/Inferno financing (Q02 / Pelican 1 (D015859)) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | HughesPanAmSat - Project Pelican/Inferno financing (Q02 / Pelican 1 (D015859)) | Senior Bank Debt | N/A | - | - | - | - | - |
| | MediaVision HK\$454.5mn IPO on GEN - Proj Bus / Bus (Asia ECM) (D000494) | Equity-IPC | N/A | (4,721) | (6) | - | - | - |
| | MediaVision HK\$454.5mn IPO on GEN - Proj Bus / Bus (Asia ECM) (D000494) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Radio One - HT offering (2Q '01) (D011220) | Equity-Secondary | N/A | 917 | - | - | - | - |
| | Radio One - Secondary Offering (2Q '02) (D021881) | Bonds-Eurobonds | 0% | - | - | - | - | - |
| | SES Global - Debt financing re GE American - Project Genard / Gerard (D011996) | Bonds-Corporate High Yield | N/A | 243 | 245 | - | - | - |
| | Sinclair Broadcast Group - \$126mm add-on - Q4 '02 (D026013) | Senior Bank Debt | N/A | - | 1,206 | - | - | - |
| | Sinclair Broadcasting - HY Offering (4Q '01) (D0166235) | Divestiture Advisory | N/A | 297 | 297 | - | - | 2,997 |
| | Sinclair Broadcasting - bank financing (3Q '02) (D021892) | Bonds-Corp. Investment Grade | N/A | 657 | - | - | - | - |
| | SuperRadio - general advisory (D000577) | Bridge Loans | N/A | 75% | - | - | - | - |
| | Viacom - IG offering (3Q '02) (D025976) | Private Placement-Equity | N/A | 75% | 1,125 | - | - | - |
| | Vivendi Universal Entertainment - Refinancing (Q2 '02) (D015707) | Bridge Loans | N/A | 749 | - | - | - | - |
| | BigBuy Digital - Private Placement (Q2 '02) (D015707) | Private Placement-Equity | N/A | - | - | - | - | - |
| Carey, Charles | Aurora Communications - general advisory (D012858) | Divestiture Advisory | N/A | 1,032 | - | - | - | - |
| | Carlyle/Welsh - acq frag for Qwest Dex West (Phase II) / Phase 2 (D025682) | Bonds-Corporate High Yield | 25% | - | - | - | - | 7,993 |
| | Carlyle/Welsh - acq frag for Qwest Dex West (Phase II) / Phase 2 (D025682) | Senior Bank Debt | 25% | - | - | - | - | 5,985 |
| | Carlyle/Welsh - acq frag for Qwest Dex East (Phase I) / Phase I (D023562) | Bonds-Corporate High Yield | N/A | 4,769 | 4,769 | (3) | - | - |
| | Carlyle/Welsh - acq frag for Qwest Dex East (Phase I) / Phase I (D023562) | Senior Bank Debt | 25% | - | - | - | - | - |
| | ClaudeL Broadcasting - IPO (D023086) | Equity-IPC | 0% | - | - | - | - | - |
| | Cumulus Media - secondary offering (2Q '02) (D022916) | Equity-Secondary | N/A | - | - | - | - | - |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | Acquisition Advisory | 25% | - | - | - | - | 14,487 |
| | Entercor Communications - HY offering (1Q '02) (D021881) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Entercor Communications - secondary offering (1Q '02) (D021881) | Equity-Secondary | N/A | - | - | - | - | - |
| | Leap Frog Enterprises - IPO financing (D016309) | Equity-IPC | N/A | 45 | 4,769 | (3) | 2,997 | - |
| | MediaNation - HK\$445.8mn IPO on GEN - Proj Bus / Bus (Asia ECM) (D000494) | Bonds-Corporate High Yield | N/A | - | - | - | 2,997 | - |
| | NextMedia Group - HY offering (2Q '01) (D013231) | Senior Bank Debt | N/A | - | - | - | - | - |
| | RH Donnelly - acq financing for Sprint Yellow Pages (D025434) | 50% | - | - | - | - | - | - |
| | RH Donnelly - acq financing for Sprint Yellow Pages (D025434) | Senior Bank Debt | 75% | - | - | - | - | - |
| | Radio One - Secondary Offering (2Q '02) (D021881) | Equity-Secondary | N/A | - | - | - | - | - |
| | Sinclair Broadcasting - HY offering (4Q '01) (D016235) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Sinclair Broadcasting - HY offering (1Q '02) (D021570) | Senior Bank Debt | N/A | - | - | - | - | - |
| | SuperRadio - bank financing (3Q '02) (D021892) | Divestiture Advisory | N/A | 297 | 297 | - | - | 2,997 |
| | Viacom - IG offering (3Q '02) (D025615) | Bonds-Corp. Investment Grade | N/A | 657 | - | - | - | - |
| Graves, Daniel B. | Adelphia Communications - HY Offering (2Q '01) (D013200) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Adelphia Communications - General Advisory (News Ch 8) (D020686) | Fairness Opinion | N/A | - | - | - | - | - |
| | Adelphia Communications - HY (D020406) | Bonds-Corporate High Yield | 0% | - | - | - | - | 1,499 |
| | Gray Television - HY offering (4Q '02) (D025884) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| | Gray Television - bank/equity financing (4Q '02) (D022657) | Equity-Secondary | N/A | - | - | - | - | - |
| | Landmark Communications - General advisory (Relainer 2001-02) (D014724) | Senior Bank Debt | N/A | 5,272 | 5,272 | - | - | - |
| | Salem Communications - Secondary offering (Q3 '02) (D024428) | Other M&A Advisory | N/A | 1,297 | 1,297 | - | - | - |
| | Salem Communications - general advisory (radio assets) (D002234) | Equity-Secondary | N/A | 203 | 203 | - | - | - |
| | Salem Communications - general advisory (radio assets) (D002234) | Divestiture Advisory | N/A | 1,086 | 1,086 | - | - | - |
| | | Global Media (as at 12 Nov 02).xls | | | | | | |

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-11-12 (Tue)
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NA Media

| BANKER | DEAL | PRODUCT | OCT FRANCHISE VALUE | YTD OCT FRANCHISE VALUE | NOV FRANCHISE VALUE | 2002 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|----------------------|---|------------------------------|---------------------|-------------------------|---------------------|-------------------------|---------------------------|
| | | | | | | | |
| Morris, J.L. Malcolm | XM Satellite Radio - secondary offering (2Q 02) (D0242418) | Equity-Secondary | N/A | - | - | - | - |
| | AOL Time Warner - convertible offering (3Q 02) (D024044) | Equity-Convertible Bonds | 0% | - | - | - | - |
| | HughesPanAmSat - Project Pelican/Inmarsat financing (1Q02 / Pelican 1 (D016956)) | Real Estate Advisory | 0% | - | - | - | - |
| | HughesPanAmSat - Project Pelican/Inmarsat financing (1Q02 / Pelican 1 (D013856)) | Bonds-Corporate High Yield | N/A | 5,480 | 5,980 | 9,881 | 999 |
| | SpectraSite Holdings - Fairness Opinion (SEC) (D027102) | Senior Bank Debt | N/A | 5,980 | 5,980 | - | - |
| | TIM Brazil - Project EletroPhase 1 (strategic alliance) / Eletel - 1. (D014121) | Fairness Opinion | N/A | 533 | 533 | - | - |
| | TV Globos - Project EletroPhase 2 (sale) / Eletel - 2. (D024396) | Other M&A Advisory | N/A | 1,575 | 1,575 | - | - |
| | TV Globos - Project Waves ... (D013626) | Divestiture Advisory | N/A | 89 | 89 | 89 | 899 |
| Paul, Gregory R. | AMC Entertainment - acq financing for General Cinema (D013398) | Divestiture Advisory | N/A | 462 | 462 | - | - |
| | Acme Communications - general advisory (D006356) | Bonds-Corporate High Yield | 25% | - | - | - | - |
| | Galaxy Latin America - HY bond offering (1Q 01) (D002023) | Bonds-Corporate High Yield | N/A | 1,505 | 1,505 | - | - |
| | Karastats Theaters - Bank Financing (3Q 02) (D021255) | Senior Bank Debt | N/A | 639 | 639 | - | - |
| | LIN Television - IPO (D020127) | Equity-IPO | N/A | 10,033 | 10,033 | - | - |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) | Senior Bank Debt | N/A | 1,930 | 1,930 | - | - |
| | Young Broadcasting - HY Offering (4Q 01) (D014981) | Bonds-Corporate High Yield | N/A | 527 | 527 | - | - |
| | Young Broadcasting - general advisory (Kron Station) (D055304) | Divestiture Advisory | 25% | - | - | - | - |
| Silver, Ellen L. | Karastats Theaters - Bank Financing (3Q 02) (D021245) | Senior Bank Debt | N/A | 658 | 658 | - | - |
| | Loews Cineplex Entertainment - ext financing (1Q 02) (D016576) | Senior Bank Debt | N/A | 1,930 | 1,930 | - | - |
| | Young Broadcasting - HY Offering (4Q 01) (D014981) | Bonds-Corporate High Yield | N/A | 527 | 527 | - | - |
| Triffo, Dyan | AT&T Broadband - general advisory (Project Twist & Shoot) / Twist & Shoot (D010328) | Divestiture Advisory | 75% | - | - | - | - |
| | AT&T Broadband - general advisory (Project Twist & Shoot) / Twist & Shoot (D010328) | Divestiture Advisory | N/A | 2,683 | 2,683 | - | - |
| | BusinessWire - general advisory (D005985) | Divestiture Advisory | 25% | - | - | - | - |
| | Comcast - acq financing for AT&T Broadband (participant bank) (D020813) | Senior Bank Debt | 50% | - | - | - | - |
| | Digital River - block trade (4Q 01) (D016304) | Equity-Secondary | N/A | 85 | 85 | 1,798 | 5,395 |
| | Liberty Media - Actin opportunities in Europe (D016162) | Acquisition Advisory | N/A | 244 | 244 | - | - |
| | TMP Worldwide - Project University / University 1 (D013407) | Acquisition Advisory | N/A | 3,408 | 3,408 | - | - |
| | USA Interactive - bond repurchase (4Q 02) (D026331) | Bonds-Corp. Investment Grade | 75% | - | - | - | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Block Trade | 25% | - | - | - | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Divestiture Advisory | 0% | - | - | - | - |
| | Walt Disney - \$450mm - IC Bond (D024628) | Bonds-Corp. Investment Grade | N/A | 86 | 86 | - | - |
| | Comcast - acq financing for AT&T Broadband (participant bank) (D020813) | Senior Bank Debt | 50% | - | - | - | - |
| | Iron Office Solutions - convertible offering (2Q 02) (D020857) | Equity-Convertible Bonds | N/A | 5,025 | 5,025 | - | - |
| | Pitney Bowes - IPOS offering (3Q 02) (D026114) | Bonds-Corp. Investment Grade | N/A | 845 | 845 | - | - |
| | SONICube - equity private placement (2Q 02) (D021165) | Private Placement-Equity | N/A | 160 | 160 | - | - |
| | Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401) | Acquisition Advisory | N/A | 1,524 | 1,524 | - | - |

12/19/2007

Global Media (as at 12 Nov 02).xls

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12-MAR-2002
EUROS IN '000'S
EUROPE MEDIA (1)

| PRODUCT | 2002 Full Year Plan | | | | | 2002 Full Year Plan + Full Year Plan | |
|---|-----------------------|---------------------------|-----------------------------|-----------------------------------|-----------------------|---|---|
| | Oct Franchise Revenue | YTD/Oct Franchise Revenue | Prior YTD Franchise Revenue | BW PRIORITY YTD Franchise Revenue | Nov Franchise Revenue | Balance Of Current Year Thru 12/31 Pipeline | Bal Of Current Year Probability Weighted Pipeline |
| M&A | - | - | - | - | - | - | - |
| Other Advisory | 134 | 8,144 | 11,840 | (3,696) | - | 2,300 | 575 |
| Total Advisory | 134 | 8,144 | 11,840 | (3,696) | - | 2,300 | 575 |
| ABL Origination | - | - | 5,333 | 2,482 | 2,841 | - | - |
| HYCM | - | - | 4,136 | 11,231 | (7,095) | 100 | 25 |
| Leverage Loan Fees | - | - | - | - | - | - | - |
| Project Finance | - | - | - | - | - | - | - |
| Leveraged Portfolio Revenue | - | - | - | - | - | - | - |
| Real Estate Investment Banking | - | - | 9,469 | 13,722 | (4,754) | 100 | 25 |
| Total Debt Products | - | - | 109 | 3,768 | 20,974 | 2,500 | 3,756 |
| Capital Underwriting | - | - | - | 20,974 | (17,206) | - | - |
| Private Placement-Equity | - | - | - | - | - | - | - |
| Structured Equity Transactions Group | - | - | - | - | - | - | - |
| Total Equity | - | - | 109 | 3,768 | 20,974 | 2,500 | 3,756 |
| Capital Benefit / Treasury Allocation | - | - | - | - | - | - | - |
| Other Global Markets | - | - | - | - | - | - | - |
| GM DCM JV | - | - | - | 15,705 | (15,705) | - | - |
| Legacy PF / Telecom / LA Portfolio - NIM | - | - | - | - | - | 1,000 | - |
| Principal Investing / PE Exceptions / Other | - | - | 4,191 | - | - | - | - |
| Total Legacy Portfolios / Cross Selling / Other | - | - | 4,191 | 15,705 | (11,514) | - | - |
| Total Corporate Finance Product | 243 | 23,872 | 82,241 | (36,670) | - | 5,900 | 82,830 |
| | | | | | | 25,172 | (56,458) |
| | | | | | | | 114,360 |
| | | | | | | | 12,223 |

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per booked deals and pipeline deals
 2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000's
EUROPE MEDIA

| PRODUCT | DEAL | Franchise Revenue Oct | Franchise Revenue YTD(Oct) | Franchise Revenue Nov | Other Coverage Groups |
|---|------------|-----------------------|----------------------------|-----------------------|------------------------|
| | | | | | |
| Bertelsmann - Project Rock / Rock. (D014619) ^{1,2} | - | - | 2,010 | - | None |
| Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016059) | - | 260 | - | ITALY | EUR TECH, Rus. & Turk. |
| Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) | - | 2,367 | - | Oth. Eur., PORTUGAL | EUR TECH, FRANCE |
| Impresa/Cofina -pot merger of Impresa w/ Investec (Ice Cube) / Ice cube (D015714) | 24 | 89 | - | UK | EUR TECH |
| JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235) | - | 30 | - | None | IBERIA |
| Johnston Press - Acqn advisory for RIM / Pacific. (D014213) | - | 2,188 | - | None | |
| ProSieben - merger advisory with Kirch Media. (P) Concordia / Concord (D014982) | - | 750 | - | None | |
| StoryFirst - valuation of Russian assets (D025080) | - | 352 | - | None | |
| TPI - Project Zamora (Latin American Acquisitions) / Zamora. (D0993671) | 110 | 110 | - | None | |
| Total M&A | 134 | 8,144 | - | None | IBERIA |
| Total Advisory | 134 | 8,144 | - | None | IBERIA |
| Total HYCM | | | 5,333 | - | EUR SPON |
| | | | 6,333 | - | EUR SPON |
| Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.- (D014834) | - | 1,980 | - | EUR SPON, UK | |
| ProSieben - HY and debt refinancing (D022609) | - | 1,712 | - | EUR SPON, GERMANY | |
| TFI - EUR 350mn refinancing - July 2002 (D022100) | - | 151 | - | None | |
| Yell - US\$40mn financing for acqn of Mcleod Publishing (D004665) | - | 292 | - | EUR SPON | |
| Total Leverage Loan Fees | | | 4,136 | - | EUR SPON |
| Total Debt Products | | | 9,469 | - | None |
| JCDecaux - IPO (project Fox) / Fox (D004897) | - | (1,629) | - | None | |
| Johnston Press - rights issue for acqn of RIM (D022644) | - | 1,649 | - | UK | |
| Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091) | 109 | 3,747 | - | FRANCE | |
| Total Equity Underwriting | 109 | 3,768 | - | None | None |
| Total Equity | 109 | 3,768 | - | None | None |
| Bertelsmann - USD 1.450 bn syndicated loan facility - Jan02 (D023640) | - | 4,191 | - | None | |
| Total Principal Investing / P/E Exceptions / Other | - | 4,191 | - | None | None |
| Total Legacy Portfolios / Cross Selling / Other | - | 4,191 | - | None | None |
| Total Corporate Finance Product | 243 | 25,572 | - | None | None |

12/19/2007

Global Media (as at 12 Nov 02).xls

FRANCHISE - PIPELINE BY DEAL
AS OF: 12 NOV 2002
EURO IN 000'S
EUROPE MEDIA

| PRODUCT | DEAL | Franchise Value | | | | | | Franchise Revenue Total | Probability Weighted Pipeline |
|---|------|-----------------|--------------|--------------|---------------|-----|----------------------|-------------------------|-------------------------------|
| | | PROBABILITY | Nov | Dec | Jan | Feb | Balance Of Year 2003 | | |
| BC Partners - acq of Berndmann Springer (Chess) / Chess " (D024783) | 0 | - | - | 5,000 | - | - | - | 5,000 | - |
| Blackstoner/TH Lee Inc - EXCLUSIVITY for HMV / Versailles (ex-Homart) (D025086) | 0 | - | 2,000 | - | - | - | - | 3,986 | - |
| Bossey & Hawkes - divestiture advisory/defence & financing / Bronze (D011539) | 25 | - | - | - | - | - | - | 2,000 | 500 |
| Deutsche Telekom - Sale options for 15% stake in SES (D011449) | 0 | - | - | - | - | - | - | 6,000 | - |
| Digicorp - sell-side advisory (D025150) | 25 | - | - | - | - | - | - | 3,000 | 750 |
| Digiturk - sell-side advisory (D025150) | 100 | - | - | - | - | - | - | 100 | 100 |
| Electronica Arts - general advisory (VIE Games) (D025637) | 0 | - | - | - | - | - | - | 4,986 | - |
| Finninvest - valuations (Focus) / focus ex-Silmast (D016069) | 25 | - | 300 | - | - | - | - | 300 | 75 |
| JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235) | 0 | - | - | - | - | - | - | 4,500 | 1,125 |
| Johnston Press - acq & fin of SMG's publishing div (D025684) | 0 | - | - | - | - | - | - | 800 | - |
| Pearson plc - strategic advisory re Interactive Data Corp (D025865) | 0 | - | - | - | - | - | - | 4,986 | - |
| ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) | 25 | - | - | - | - | - | - | 5,000 | 1,250 |
| Reuters - strategic advisory re 53% stake in Thaco (D028052) | 0 | - | - | - | - | - | - | 4,000 | - |
| Vivendi Universal - disposal of US stakes (D025431) | 0 | - | - | - | - | - | - | 19,982 | - |
| Vivendi - Canal Plus French assets M&AEchn (ex-Technologies) / Canabill (D025286) | 25 | - | 2,300 | 8,986 | - | - | - | 10,000 | 2,500 |
| Total M&A | | | | | | | 63,373 | 74,669 | 6,300 |
| Total Advisory | | | | 2,300 | 8,986 | - | 63,373 | 74,669 | 6,300 |
| Taylor & Francis - acq of Kluwer Academic Publishing (Kafka) / Kafka (D022841) | 25 | 100 | - | - | - | - | - | 100 | 25 |
| Total Leverage Loan Fees | | 100 | | | | | | 100 | 25 |
| Total Debt Products | | | 100 | | | | | 100 | 25 |
| Axa Springer/Koch - Secondary Offering - Project Ambassie / Annabell (D022480) | 0 | - | - | - | - | - | 14,000 | 14,000 | - |
| BSkyB - GBP 200 million convertible bond (D020286) | 0 | - | 2,500 | - | - | - | - | 2,500 | - |
| SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535) | 50 | - | - | - | - | - | - | 8,000 | 4,000 |
| Texas Pacific Group - IPO (Hunter) Hunter - (D022782) | 0 | - | - | - | - | - | - | 10,000 | - |
| Vivendi Universal - disposal of US stakes (D025431) | 25 | - | 2,500 | 9,981 | - | - | 32,000 | 9,981 | 2,498 |
| Total Equity Underwriting | | | | 2,500 | 9,981 | | | 44,491 | 6,498 |
| Total Equity | | | | 2,500 | 9,981 | | | 32,000 | |
| SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015686) | 0 | - | 1,000 | - | - | - | - | 1,000 | - |
| Total GM DCM JV | | | 1,000 | | | | | | 1,000 |
| Total Legacy Portfolios / Cross Selling / Other | | | | 1,000 | | | | | 1,000 |
| Total Corporate Finance Product | | | 100 | 8,800 | 18,987 | | 95,373 | 120,280 | 12,823 |

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12/19/2007

Global Media (as at 12 Nov 02).xls

DB 000573

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-11-12 (Tue)
EUROS IN 1000's
Europe Media

CONFIDENTIAL

DB 000574

| FRANCHISE - REVENUE & PIPELINE BY MD & DIR | |
|--|--|
| 2002-11-12 (Rev) | |
| EUROS IN 000'S | |
| Europe Media | |

| BANKER | DEAL | PRODUCT | OCT FRANCHISE VALUE | | YTD OCT FRANCHISE VALUE | | NOV FRANCHISE PIPELINE | | NOV FRANCHISE 2002 PIPELINE | | FRANCHISE FUTURE PIPELINE | |
|--------|--|----------------------|---------------------|-----|-------------------------|-----|------------------------|-----|-----------------------------|-----|---------------------------|-----|
| | | | PROB | N/A | PROB | N/A | PROB | N/A | PROB | N/A | PROB | N/A |
| | Bartelsmann - USD 1.450 bn syndicated loan facility - Jard2 (D0236C) | Short Term Finance | 4.191 | - | - | - | - | - | - | - | 6.000 | - |
| | Deutsche Telekom - Sale options for 15% stake in SES (D01149) | Divestiture Advisory | 0% | - | - | - | - | - | - | - | - | - |
| | Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069) | Fairness Opinion | 25% | - | - | - | - | - | - | - | - | - |
| | Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069) | Fairness Opinion | N/A | - | 260 | - | - | - | 300 | - | - | - |

12/19/2007

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